

Message Text

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62

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 171635Z SEP 75
FM AMEMBASSY BERLIN
TO SECSTATE WASHDC 1395
INFO AMEMBASSY VIENNA
USDOC

LIMITED OFFICIAL USE BERLIN 6393

COMMERCE FOR DEPUTY ASST. SECRETARY DOWNEY

E.O. 11652: NA
TAGS: BEXP,GE
SUBJECT: CHEMICAL/PETROCHEMICAL TECHNICAL SALES SEMINAR (TSS)

REF: (A) BERLIN 6199; (B) STATE 188106

1. EMBASSY COMMERCIAL OFFICER MET WITH MINISTRY FOR SCIENCE AND TECHNOLOGY (MST) SEPT. 16 IN AN EFFORT TO ADVANCE PLANNING FOR TSS. TO SUMMARIZE MEETING RESULTS, THE MST, WHICH IS THE DESIGNATED HOST FOR THE SEMINAR IF IT IS HELD HERE, HAS NOT YET GIVEN UNCONDITIONAL AGREEMENT TO RECEIVE THE SEMINAR. THEIR AGREEMENT IS CONDITIONAL UPON A DETERMINATION BY THEM THAT THE SEMINAR IS OF SUFFICIENT INTEREST TO MERIT THE ARRANGEMENTS WHICH THEY WILL HAVE TO MAKE. EMBASSY HAS, OF COURSE, GIVEN MST THE INFORMATION CONTAINED IN REF B AND MST IS DEFINITELY INTERESTED IN THE TOPICS PROPOSED BY FINNIGAN, CYANAMID AND CHEVRON. THE EMBASSY IS ASKED, HOWEVER, TO PROVIDE MORE DETAILED INFORMATION, INCLUDING A FULL LIST OF PARTICIPANTS, WITH BLURB IDENTIFYING AND DESCRIBING CAPABILITIES AND SIZE OF PARTICIPATING FIRMS AND ABSTRACTS OF PAPERS TO BE PRESENTED. MST ALSO WISHED TO BE ASSURED THAT INDIVIDUAL PARTICIPANTS WILL BE TECHNICAL EXPERTS IN THEIR FIELDS WITH WHOM GDR INTERLOCUTERS WILL BE

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ABLE TO CARRY ON SOPHISTICATED DIALOGUE.

2. THE MST RESPONSE, ALTHOUGH TARDY, REFLECTS A
SERIOUS, IF SOMEWHAT SKEPTICAL INTEREST IN THE TSS.
EMBASSY REQUESTS COMPREHENSIVE INFORMATION FROM USDOC
AS SOON AS POSSIBLE, INCLUDING ESPECIALLY PAPER
ABSTRACTS, WITH WHICH WE CAN PERSUADE THE MST OF THE
VALUE AND SCIENTIFIC INTEREST OF OUR SEMINAR. TO THIS
WE WOULD ADD ONLY THAT IT IS OF CARDINAL IMPORTANCE
FOR THE DEVELOPMENT OF OUR TRADE RELATIONSHIP HERE
THAT OUR FIRST SALES SEMINAR BE IMPRESSIVE TO THE
TECHNICALLY QUALIFIED PEOPLE THE GDR WILL LIKELY
ASSEMBLE IN BERLIN FOR THE EVENT.
COOPER

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